

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 194984

12

ORIGIN NEA-12

INFO OCT-01 ISO-00 SS-15 EB-11 COME-00 RSC-01 /040 R

DRAFTED BY NEA/GRK:GTCHURCHILL:MP

APPROVED BY NEA/GRK:GTCHURCHILL

----- 118071

R 012123Z OCT 73

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS

LIMITED OFFICIAL USE STATE 194984

E.O. 11652: N/A

TAGS:ETEL, US, GR

SUBJECT:OLYMPIA COMMUNICATIONS PROJECT

1. COLLINS RADIO TODAY PRESENTED FOLLOWING LETTER TO UNDER SECRETARY CASEY:" DEAR SECRETARY CASEY: CONTRARY TO THE INFORMATION CONTAINED IN (U. S. EMBASSY DISPATCH TO THE DEPARTMENT OF STATE SEPTEMBER 24), COLLINS RADIO COMPANY SUBMITS THE FOLLOWING:

(L) THE POSITION OF THE COLLINS RADIO COMPANY IS THAT THE NOTICE OF AWARD TO MARCONI WAS A POLITICAL DECISION AND NOT MADE ON THE BASIS OF TECHNICAL MERIT, DELIVERY OR COST, NOR ANY COMBINATION THEREOF. THE COMMENT ATTRIBUTED TO OUR DEALER IN ATHENS THAT IT WOULD BE POINTLESS TO PURSUE THIS FURTHER IS NOT THE OPINION OF THE COLLINS RADIO COMPANY.

(2) IN THE SHORT RESPONSE TIME ALLOWED BY OTE IT WOULD HAVE BEEN IRRESPONSIBLE FOR COLLINS TO ACCEPT UNEQUIVOCALLY TOTAL SYSTEM RESPONSIBILITY RELATIVE TO A PARTIAL AWARD WITHOUT SPECIFIC KNOWLEDGE OF WHAT MARCONI OFFERED. IN FACT, THE ONLY PUBLIC KNOWLEDGE WE HAD WAS THAT MARCONI OFFERED A 24-MONTH DELIVERY SCHEDULE WHILE COLLINS OFFERED AN 18-MONTH SCHEDULE. HOWEVER, SHORTLY

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 194984

AFTER OUR FORMAL RESPONSE DATED AUGUST 30, OUR DEALER WAS AUTHORIZED TO INFORM OTE THAT COLLINS WAS WILLING TO ESTABLISH WITH OTE ARRANGEMENTS FOR ASSUMING RESPONSIBILITY FOR ALL OR ANY PORTION OF THE PROJECT. AFTER 2L MONTHS OF PROPOSAL EFFORT WITH OTE IN COLLINS BEHALF, IT IS ILLOGICAL TO EXPECT THAT ALL THE DIFFICULTY ARISING FROM A SPLIT AWARD COULD BE RESOLVED WITHIN TWO DAYS WITHOUT ANY CONSULTATION WITH COLLINS TO ADDRESS THE MANY SENSITIVE ISSUES.

NOTE: WITHOUT KNOWLEDGE OF THE OTHER CONTRACTOR'S OFFER, THERE WAS NO KNOWN METHOD FOR ESTABLISHING TECHNICAL AND SCHEDULE COMPATIBILITY TO INTEGRATE THE OVERALL SYSTEM.

(3.) IT IS COLLINS OPINION THAT THE ACCEPTANCE OR REJECTION OF A PARTIAL AWARD HAD LITTLE OR NO BEARING ON THE FINAL OUTCOME.

(4) IT IS OUR UNDERSTANDING THAT THE NEGOTIATIONS WITH MARCONI HAVE NOT BEEN COMPLETED AND THAT CERTAIN OF THE GREEK GOVERNMENT OFFICIALS CONCERNED WITH THIS PROJECT MAY HAVE NOW LEFT OFFICE. IT IS POSSIBLE THAT A COMBINATION OF CIRCUMSTANCES EXIST AT THIS TIME WHICH COULD SUBSTANTIALLY IMPROVE OUR POSITION.

THEREFORE, WE REQUEST THAT AN INQUIRY BE MADE AS TO WHETHER OR NOT ALL AVENUES HAVE BEEN EXHAUSTED AND FURTHER, TO CONSIDER FILING A PROTEST ON A GOVERNMENT-GOVERNMENT BASIS REGARDING THE CONDITIONS SURROUNDING THE NOTICE OF AWARD TO MARCONI. VERY TRULY YOURS, J. H. LASLEY,
DIRECTOR, INTERNATIONAL REPRESENTATION, COLLINS RADIO CO."

2. WOULD APPRECIATE YOUR VIEWS AS TO FURTHER STEPS YOU MIGHT TAKE ON BEHALF COLLINS. KISSINGER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 01 OCT 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: garlanwa
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE194984
Document Source: CORE
Document Unique ID: 00
Drafter: GTCHURCHILL:MP
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731059/aaaabraf.tel
Line Count: 96
Locator: TEXT ON-LINE
Office: ORIGIN NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: garlanwa
Review Comment: n/a
Review Content Flags:
Review Date: 13 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13-Sep-2001 by shawdg>; APPROVED <16-Nov-2001 by garlanwa>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: LYMPIA COMMUNICATIONS PROJECT
TAGS: BFOL, US, GR
To: ATHENS
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005